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Lessons Learned from Industry 4.0 Support Programs

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So...

... we want to speed up the uptake of digital technologies by manufacturing companies...

...the large multinationals are already there, but the digital divide between them and SMEs is growing...

... there is a lack of funding and awareness and the ecosystem is inefficient ...

... or so we think.

Experience I am sharing

17 years of experience in entrepreneurship and innovation support programmes & 22 years of experience in EU funding (all roles)

CEO at a state owned company

Innovation incubator founder

Digital innovation hub founder

Startup founder (before it was sexy ;))

Member of advisory bodies – science and technology policy

Member of investment boards

Currently director for business development at a public research institute

Where I work



- We are the first and the biggest research institute for automation solutions and robotics in Poland:
- 300 employees, including 150 engineers, working in modern research facilities in Warsaw and Toruń

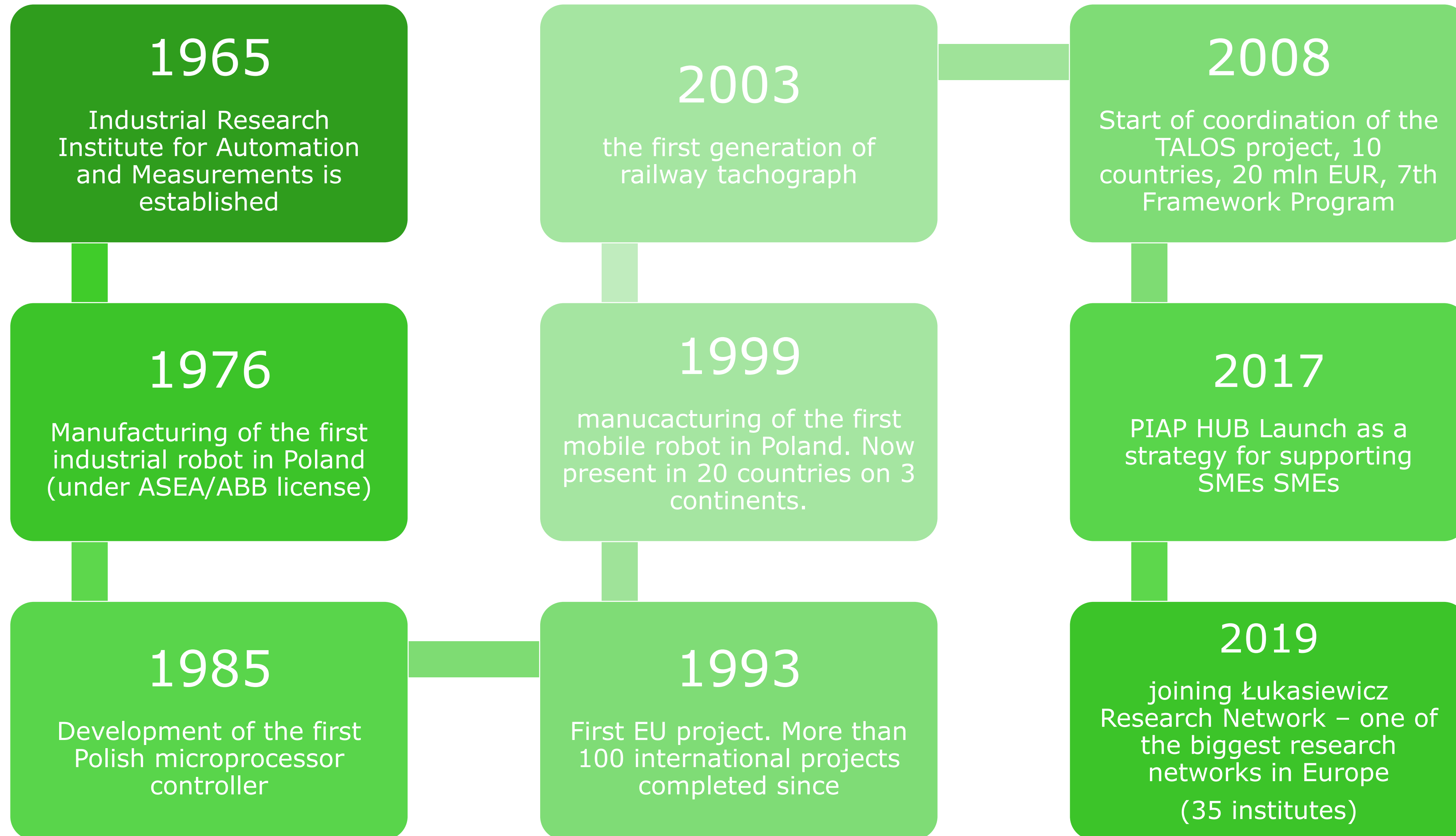
Technology services

- design, integration, commissioning of **mechatronic systems**;
- small-lot and **individual production**,
- proprietary **measurement systems and sensors**,
- design and development of **user systems**,
- downstreaming, geolocation
- embedded systems

Competences in industries

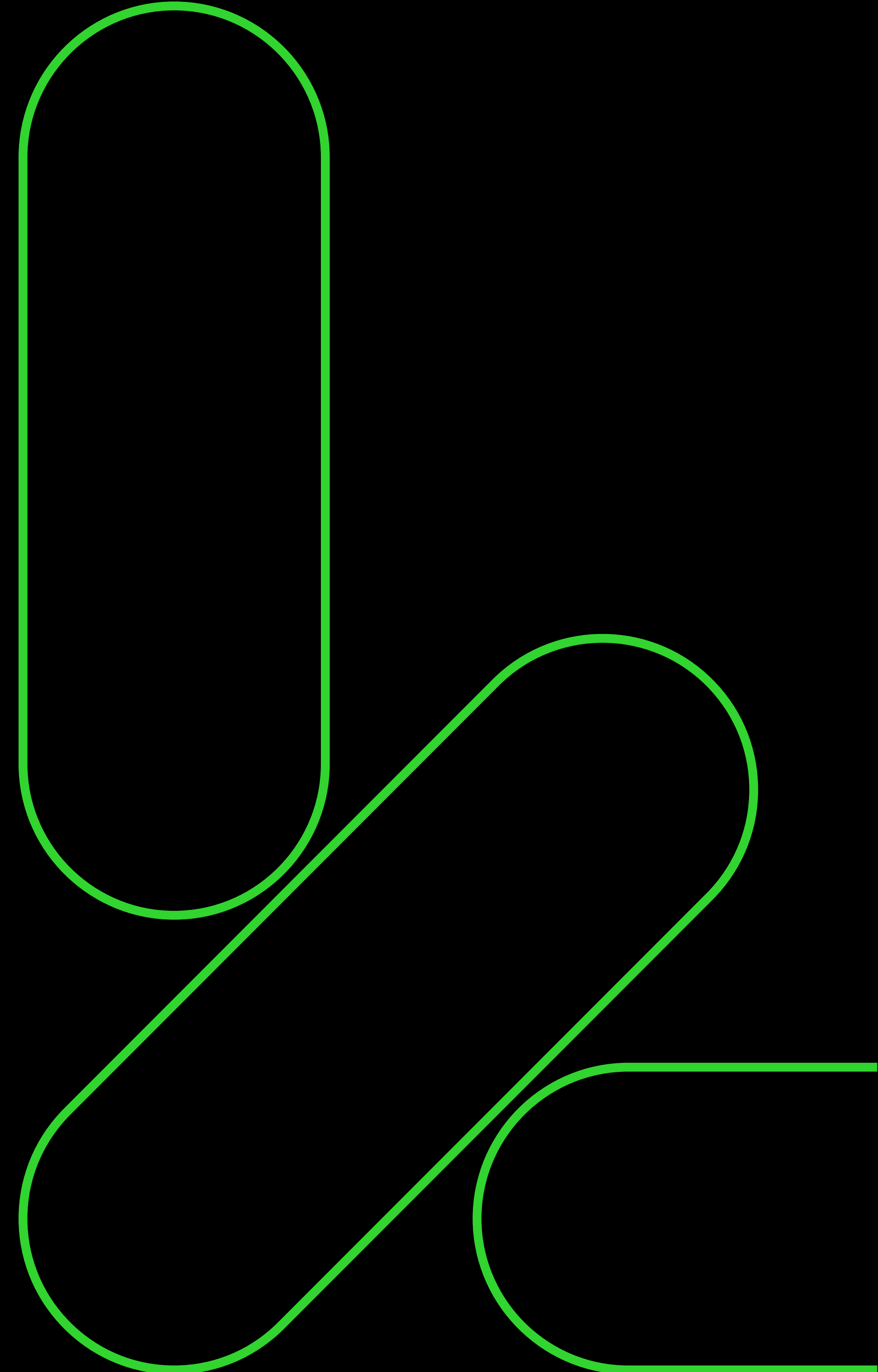
- Defense and security
- Manufacturing
- Transport and electromobility
- Space
- Agriculture
- Logistics
- Mining
- Construction

Technical and market competence, international cooperation - the way to network services



Examples of support measures

Spoiler alert: I picked ones that worked



Digital innovation hub

The Digital Innovation Hub is a support center that helps companies to improve their competitiveness in the market, primarily by working on business and production processes, but also by developing products and services that incorporate digital technologies. These centers act as one-stop-shops providing companies with access to technology facilities, financial support, market analysis and networking opportunities. (source: PWC.pl)

- Provision of research and development services and system integration services
- Cascade funding
- B2B meetings, trade fairs, conferences
- Technology and business mentoring services for SMEs



Tailor-made advisory support and reference frameworks (ADMA)

7 transformation areas

- Advanced Manufacturing Technologies
- Digital Factory
- ECO Factory
- End-to-End Customer Focussed Engineering
- Human Centred Organisation
- Smart Manufacturing
- Value Chain Oriented Open Factory



Well-designed consulting builds awareness



European Advanced
Manufacturing
Support Centre

*Helping SMEs becoming
Factories of the Future*



www.adma.ec

Innovation Vouchers

The aim of the stage I of the program (73 k EUR) is the purchase of a service consisting of the development of a new product, service, technology or a new design project from a scientific institution.

The aim of stage II (121 k EUR) is to finance the implementation of your idea for technological innovation developed for you by the scientific institution in the first stage of the call for proposals. You can allocate a grant to:

- purchase of the machines and equipment necessary to implement innovation;
- purchase of patents, licenses, know-how and other intellectual property rights.

Support will range from 70% to 85% of the project value at different stages, which means that your contribution is **at least 15% - 30% of the total cost** of the project.



Small funding can be enough

BON NA INNOWACJE



PARP 

EIT Manufacturing

- EIT-M is an innovation-driven consortium of manufacturers, suppliers, end customers, science and research with a global reach.
- Covering the full value chain and full product life cycle.

47% Industry

Electronics and Digital	AtoS	en get it right	SIEMENS	CONTACT Software	PHILIPS
Automotive	VW	HONDA	VOLVO	brembo	MAGNA
Aerospace	ITP Aero	Avio Aero	AERnova	aerospace valley	
Robotics	KUKA	COMAU	Machinery & Equipment	LINPRA	SANDVIK
			PRIMA INDUSTRIE	FESTO	fives ultimate machines ultimate factory
Consumers Goods, Medical Equipment and Process Industries	ACCELL GROUP	stryker	Whirlpool	ArcelorMittal	SONAE

33% Universities

ARTS ET MÉTIERS ParisTech	SUPSI	PTW TU DARMSTADT	RUB
CENTRALE NANTES	CHALMERS UNIVERSITY OF TECHNOLOGY	Grenoble INP	
UCD DU-LW	TU Delft	LMS Laboratory for Manufacturing Systems & Automation	CTU
STU SLOVAK UNIVERSITY OF TECHNOLOGY IN BRATISLAVA	A! Aalto University	POLITECNICO MILANO 1863	UNIVERSITÄT TAIPEI
TU WIEN TECHNISCHE UNIVERSITÄT WIEN	POLITECNICO DI TORINO	Technische Universität Braunschweig	

20% RTOs

Fraunhofer	INNOVATION PLASTURHIE COMPOSITES
DFK German Research Center for Artificial Intelligence	VTT
RI SE	cea
JOANNEUM RESEARCH	
Manufacturing alliance	tecnalia
BIBA	INESCTEC

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Unique Approach



- Public-private partnership
Institute of Technology
- A holistic approach
- 60+ members and 50+ partners
- A long term approach to partnership sustainability
- Supporting innovative projects using high added value production support technologies
- 400M+ EUR budget up to 2026



So...

... all we need to do ...

... is to be in the right time in the right place...

... and to generate real value for the companies we want to support (with awareness, ecosystem, funding) ...

Thank you for your Attention

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